

Message Text

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43

ACTION AF-08

INFO OCT-01 ISO-00 L-03 PA-01 PRS-01 USIA-06 CIAE-00

INR-07 NSAE-00 EB-07 COME-00 TRSE-00 /034 W

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TO SECSTATE WASHDC 4554

LIMITED OFFICIAL USE LAGOS 4803

FOR AF/W LOLLIS

E. O. 11652: N/A

TAGS: BDIS, NI

SUBJ: TRADE DISPUTE: TAN INTERNATIONAL VS. KUSINI CO.

REF : STATE 79474

1. APPRECIATE REFTEL THE CONTENTS OF WHICH WERE PASSED APRIL 7 TO MR. JAB ADU, MANAGING DIRECTOR OF TAN INTERNATIONAL AND APRIL 23 TO MR. LADI LADEBO, GENERAL PARTNER IN KUSINI CO. (LADEBO, A NIGERIAN WHO HAS LIVED IN U.S. FOR YEARS AND NOW DIVIDES HIS TIME BETWEEN U.S. AND NIGERIA, TAKES A STRONGLY PRO-TAN INTERNATIONAL POSITION.) ADU HAS REPORTEDLY SINCE DEPARTED FOR NEW YORK AND LADEBO, WHO HAD JUST RETURNED TO LAGOS, EXPRESSED INTENTION TO TRAVEL TO NEW YORK SOON.

2. BOTH ADU AND LADEBO DISMAYED AT CONTENTS OF REFTEL AND WHAT THEY CONSIDER BAD FAITH DELAYS OF JOSEPH KRUSCH TO AVOID PAYMENT OF 162,000 DOLLARS TO TAN INTERNATIONAL. ADU CONFIRMED RECEIPT OF PROPOSAL FROM KRUSCH FOR TAN TO SETTLE ALL CLAIMS IN NIGERIA IF KUSINI ASSIGNS TO TAN NIGERIA DISTRIBUTION RIGHTS OF FILM. ADU DISMISSES THIS OFFER AS A CHEAP PLOY SINCE HE ESTIMATES NIGERIAN FILM RIGHTS WORTH CONSIDERABLY LESS THAN 162,000 DOLLARS TO TAN. BOTH ADU AND LADEBO SORRY PLAN TO SELECT ACCOUNTING FIRM TO REVIEW BILLS HAS NOT GONE FORWARD.

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3. IN OUR ESTIMATE POSSIBILITY OF BAD PUBLICITY FOR U.S. IN

NIGERIAN PRESS STILL LOOMS. TAN INTERNATIONAL SEEMS AS
DISAFFECTED AS TWO MONTHS AGO AND LACK OF PROGRESS TOWARD
SOLUTION OF DISPUTE IN COMBINATION WITH SUCCESSFUL PREMIERE
OF FILM (WHICH TAN SEES AS ERODING THEIR POWER TO KEEP FILM
OFF MARKET UNTIL DISPUTE SETTLED) MAY ENCOURAGE TAN TO MAKE
RASH MOVES AND PUBLIC CHARGES TO IMPROVE PROSPECTS FOR WHAT
THEY FEEL FAVORABLE SETTLEMENT. WE SEE DEMONSTRABLE PROGRESS
TOWARD SOLUTION OF DISPUTE AS BEST METHOD TO AVOID THESE
COMPLICATIONS.

EASUM

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